



## 2017 Europe Sales Incentive Trip Agent's Eligibility Guidelines

**September 8 – 16, 2017**

**Minimum Point and Agent Tier Requirements** are defined below. In addition, the agency must also meet **all** the criteria outlined under the **General Rules** sections. The qualification period runs from **July 1, 2015** through **June 30, 2017**.

### Minimum Points Criteria

Agents must earn a minimum of **300** points to win one trip. All additional trips are valued at **300** points per trip.

**1 point** is awarded for each net policy count increase in **Private Passenger Auto or Homeowners** direct written business. **2 points** are awarded for each net policy count increase in **Commercial Auto or BOP/CPP** direct written business (*where applicable*). All results will be based on Inforce policies net of any policies written through an Assigned Risk or other similar facility. The base period will be determined as of June 30, 2015 using total Private Passenger Auto, Homeowners, Commercial Auto and BOP/CPP Inforce policies net of any policies written through an Assigned Risk or other similar facility.

**Additional Bonus Points** can be earned for new Life and Travel sales sold during the qualification period (*where applicable*) as well as Retention, Profitability and Longevity with MAPFRE. Please see the attached for additional information on these bonus point requirements.

### Agent Tier Requirement

**Diamond Tier** - Agent with Total Twelve Month Direct Written Premiums greater than \$5,000,000. Agent is eligible to earn a maximum of three **(3)** trips.

**Platinum Tier** - Agent with Total Twelve Month Direct Written Premiums from \$2,500,000 to \$5,000,000. Agent is eligible to earn a maximum of two **(2)** trips.

**Gold Tier** - Agent with Total Twelve Month Direct Written Premiums from less than \$2,500,000. Agent is eligible to earn a maximum of one **(1)** trip.

## General Rules

- Participation in this trip incentive is by Company invitation only.
- Winning agents must have agency contracts that are in good standing at the time of the trip.
- Each trip is for two individuals only; one of these individuals must be an active agency principal or manager.
- Company records are the final determinant of points earned per agent.
- All Points awarded for policy count growth will be based on net growth to the company.
- For agents acquiring, merging, or clustering with other MAPFRE agents, the policy count base and final policy count will be combined to determine net growth to Company.
- New Appointments must meet minimum commitment requirements as defined at the time of their appointment.
- Should the quality of an agent's book, based on measurable underwriting criteria deteriorate, an agent can be removed from contest eligibility at MAPFRE's sole discretion.
- No partial trips will be awarded, no "buy-in" or cash-out provisions will be considered and any unused points **cannot** be carried over to future incentive programs.
- The value of any of the prizes maybe subject to any legal/fiscal requirements under federal/state laws. It is your responsibility to account for those requirements.
- Final tier categories will be based on Total Direct Written Premiums as of December 31, 2016 and excludes any premiums written through an Assigned Risk or other similar facility.
- Agents writing business in multiple states and / or multiple MAPFRE Insurance companies will have their results from all states and / or companies combined for the purpose of determining their point totals and loss ratio.

**Please contact your Business Development Representative with any questions.**

## **Additional Bonus Points Criteria**

<b>Life Sales</b>	<b>Policies Sold</b>		<b>Bonus Points</b>
		15 +	50
		10 - <15	30
		6 - <10	20
		1 - <6	10
<b>Travel Sales</b>	<b>Policies Sold</b>		<b>Bonus Points</b>
		25 +	20
		15 - <25	15
		5 - <15	10
		1 - <6	5
<b>Retention</b>	<b>Total Retention Ratio <i>(CY Inforce - CYNB) / PY Inforce</i></b>		<b>Bonus Points</b>
		95% - 100%	35
		90% - <95%	25
		85% - <90%	10
		< 85%	0
<b>Profitability</b>	<b>Total Voluntary Loss Ratio</b>		<b>Bonus Points</b>
		0% - <35%	35
		35% - <50%	25
		50% - <65%	10
		65% +	0
<b>Longevity</b>	<b>Years Appointed</b>		<b>Bonus Points</b>
		25 +	25
		15 - <25	15
		5 - <15	10
		0 - <5	0